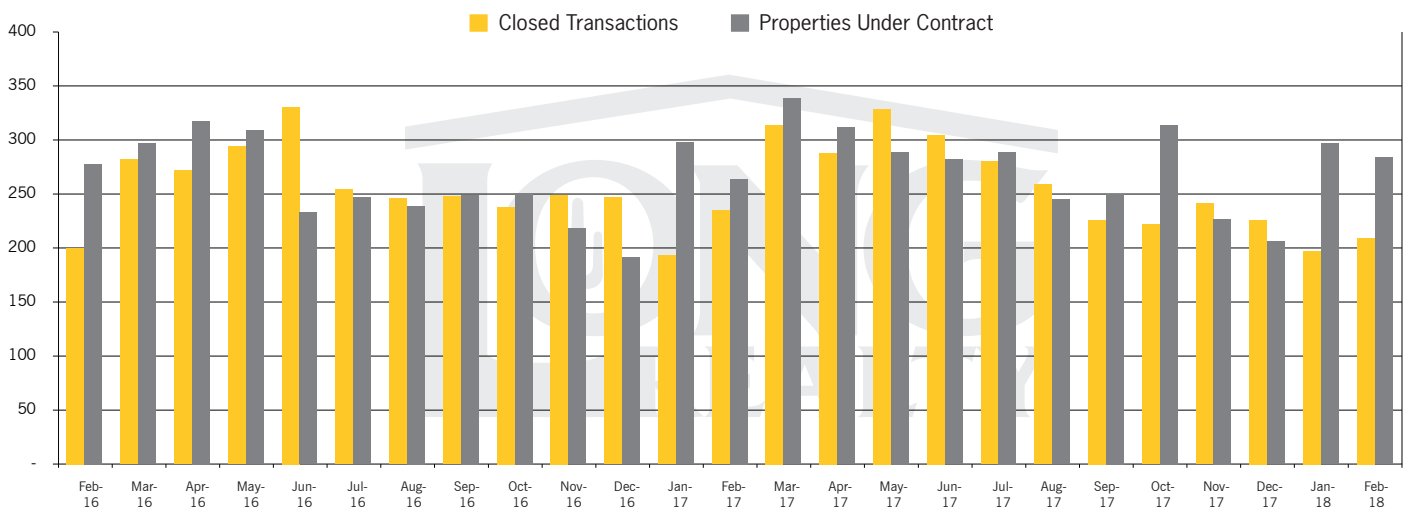




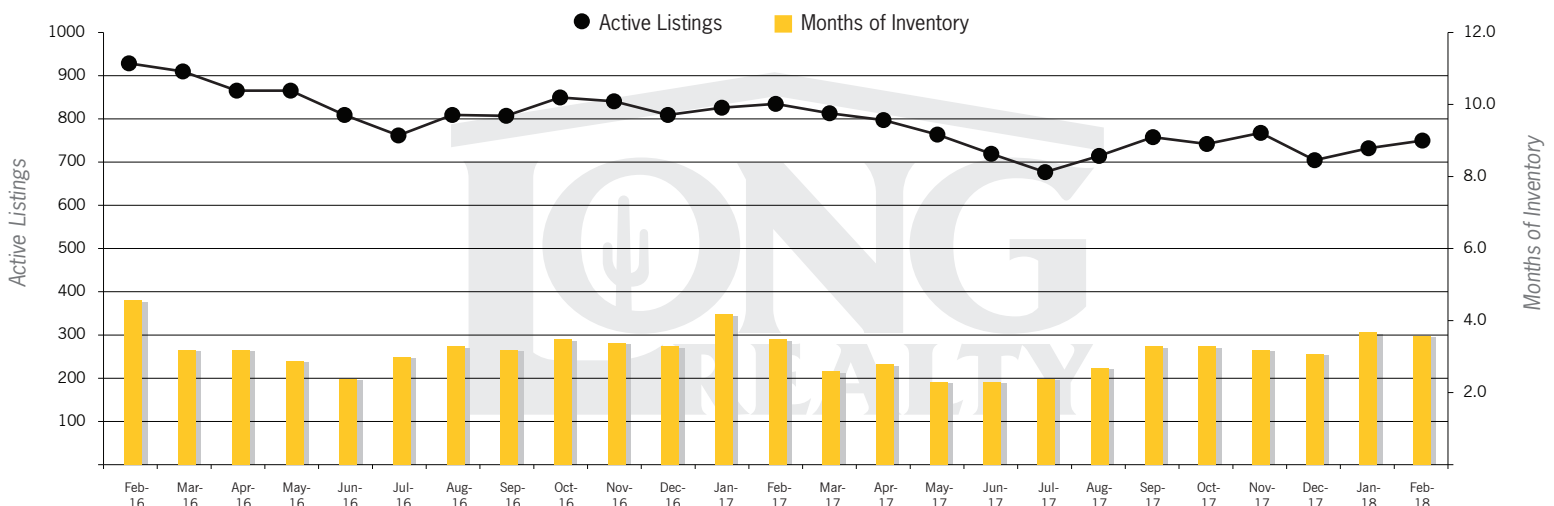
Tucson Northwest | March 2018

In the Tucson Northwest area, February 2018 active inventory was 747, a 10% decrease from February 2017. There were 210 closings in February 2018, an 11% decrease from February 2017. Year-to-date 2018 there were 409 closings, a 5% decrease from year-to-date 2017. Months of Inventory was 3.6, up from 3.5 in February 2017. Median price of sold homes was \$254,250 for the month of February 2018, up 13% from February 2017. The Tucson Northwest area had 285 new properties under contract in February 2018, up 8% from February 2017.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – TUCSON NORTHWEST



ACTIVE LISTINGS AND MONTHS OF INVENTORY – TUCSON NORTHWEST

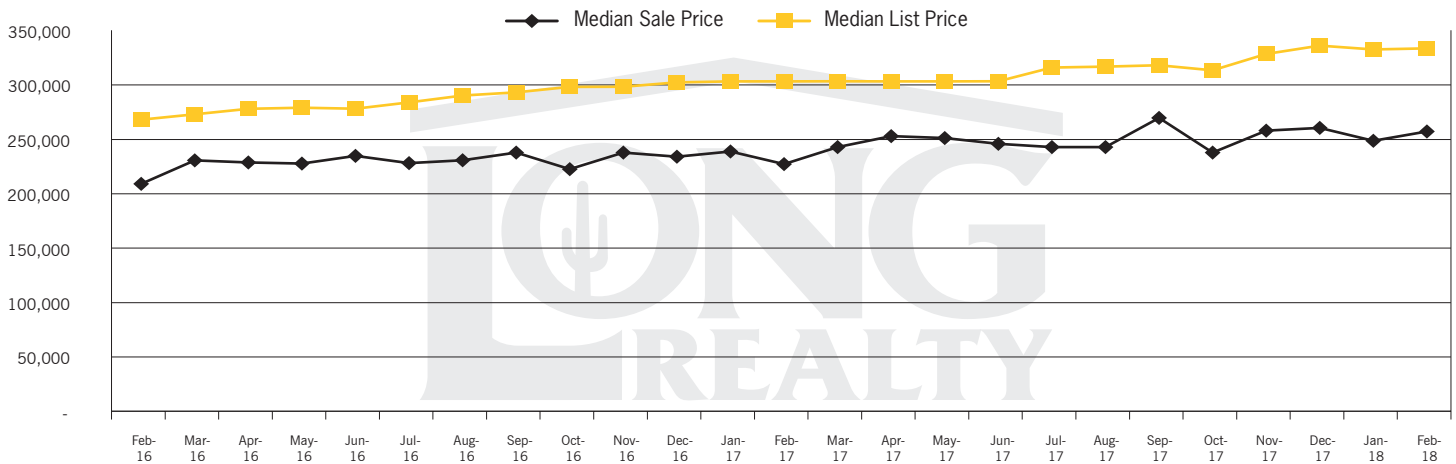


*Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 03/05/2018 is believed to be reliable, but not guaranteed.*



Tucson Northwest | March 2018

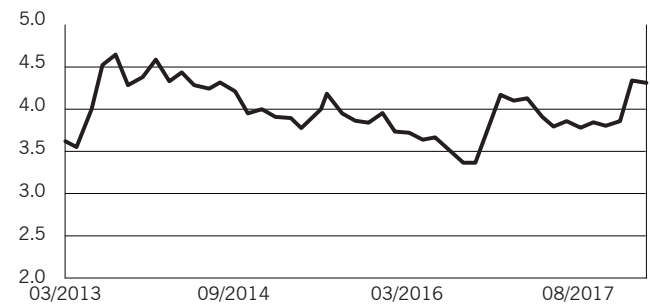
MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – TUCSON NORTHWEST



MONTHLY PAYMENT ON A MEDIAN PRICED HOME – TUCSON NORTHWEST

Year	Median Price	Int. Rate	MO. Payment
2006	\$275,000	6.140%	\$1,589.92
2017	\$224,500	4.125%	\$1,033.64
2018	\$254,250	4.625%	\$1,241.84

30 YEAR FIXED MORTGAGE RATE

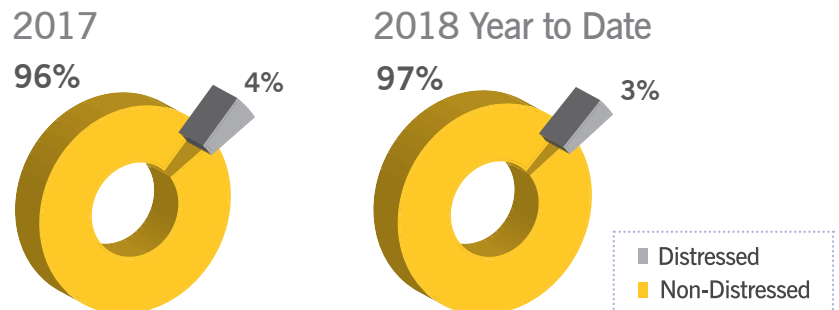


Source: Residential median sales prices. Data obtained 03/05/2018 from MLSSAZ using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

Source: Bankrate.com

DISTRESSED VS. NON-DISTRESSED SALES – TUCSON NORTHWEST

The percentage of property sales that are distressed, meaning bank owned or short sales, for the current year as compared to the same time period last year. A lower percentage of distressed sales can lead to improving market conditions.





The Housing Report



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Tucson Northwest | March 2018

MARKET CONDITIONS BY PRICE BAND – TUCSON NORTHWEST

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Sep-17	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18			
\$1 - 49,999	0	0	1	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	2	0	1	2	1	1	3	0.7	1.0	Seller
\$75,000 - 99,999	2	1	1	3	0	1	2	1.0	2.0	Seller
\$100,000 - 124,999	5	0	3	0	2	2	4	1.3	1.8	Seller
\$125,000 - 149,999	7	7	13	10	6	11	8	0.9	0.9	Seller
\$150,000 - 174,999	9	28	23	20	29	14	12	0.8	0.7	Seller
\$175,000 - 199,999	39	34	31	26	30	25	27	1.4	1.5	Seller
\$200,000 - 224,999	39	27	33	40	22	28	24	1.6	1.6	Seller
\$225,000 - 249,999	60	17	24	20	24	21	21	2.9	2.5	Seller
\$250,000 - 274,999	50	18	15	26	30	21	18	2.8	2.0	Seller
\$275,000 - 299,999	58	16	14	29	19	17	14	4.1	3.4	Seller
\$300,000 - 349,999	93	26	25	29	19	21	22	4.2	4.5	Slightly Seller
\$350,000 - 399,999	73	20	22	18	22	12	17	4.3	4.5	Slightly Seller
\$400,000 - 499,999	88	31	17	16	21	11	17	5.2	5.2	Balanced
\$500,000 - 599,999	47	5	10	6	11	6	8	5.9	5.3	Balanced
\$600,000 - 699,999	32	4	4	2	3	4	2	16.0	10.7	Buyer
\$700,000 - 799,999	32	6	0	4	2	2	1	32.0	17.2	Buyer
\$800,000 - 899,999	31	0	0	1	2	0	5	6.2	11.4	Buyer
\$900,000 - 999,999	20	0	2	1	0	0	2	10.0	26.5	Buyer
\$1,000,000 - and over	60	1	0	2	1	2	3	20.0	28.8	Buyer
TOTAL	747	241	239	255	244	199	210	3.6	3.3	Seller

				
Seller's Market	Slight Seller's Market	Balanced Market	Slight Buyer's Market	Buyer's Market

Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 03/05/2018.

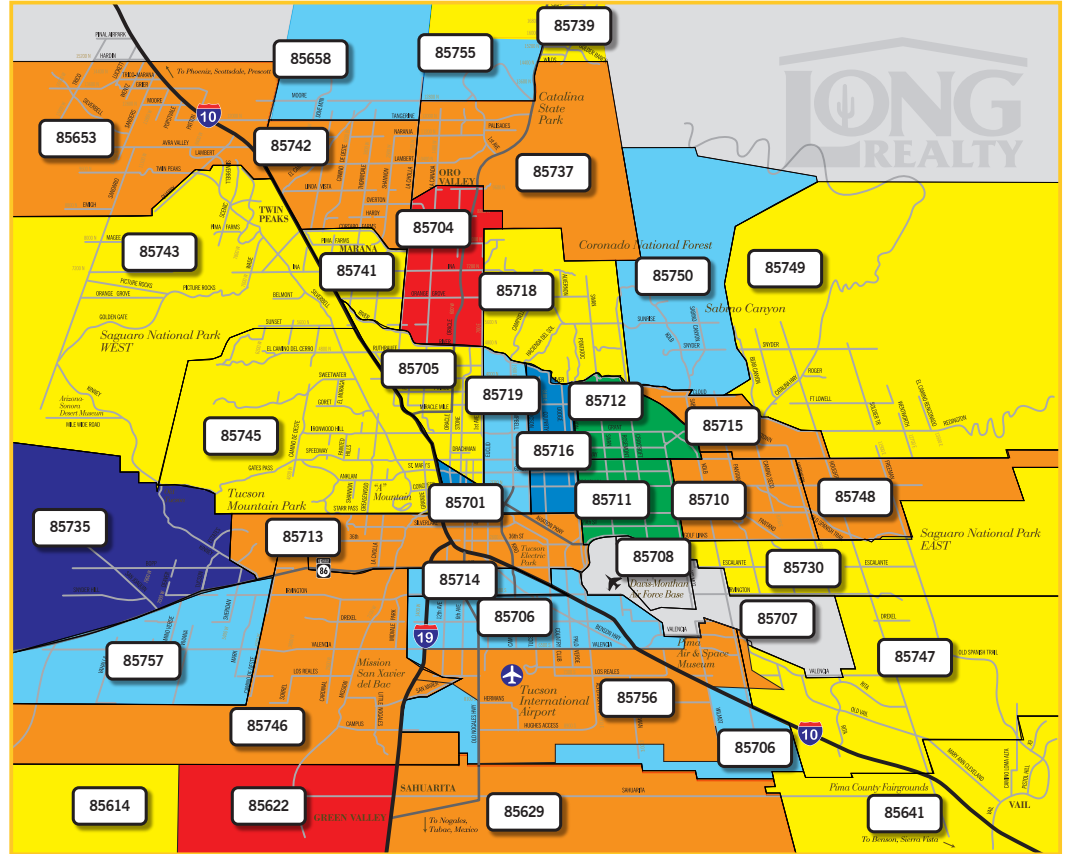
3 month trend in months of inventory is the average of closed sales and active listing data from 12/01/2017 - 02/28/2018. Information is believed to be reliable, but not guaranteed.



CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

DEC 2016-FEB 2017 TO
DEC 2017-FEB 2018

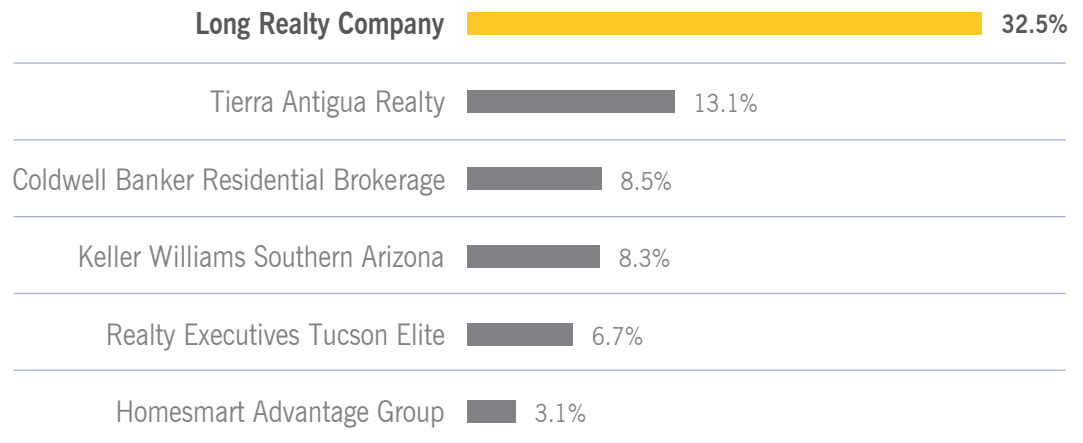
This heat map represents the percentage of change in Tucson metro median sales prices from December 2016-February 2017 to December 2017-February 2018 by zip code.



MARKET SHARE – TUCSON NORTHWEST

Long Realty leads the market in successful real estate sales.

Data Obtained 03/05/2018 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 03/01/2017 – 02/28/2018 rounded to the nearest tenth of one percent and deemed to be correct.



The Tucson Northwest Housing Report is comprised of data for residential properties in the Northwest area of Tucson as defined by MLSSAZ including the Towns of Casas Adobes, Marana, Oro Valley and Catalina. Real Estate remains very localized and market conditions can vary greatly by not only geographic area but also by price range. Please feel free to contact me for a more in-depth analysis.